

FAX# 703 528 7880
CREDIT RISK !!!
HARRIS REPORT FROM REP SEP4/12 14.24
CHANGES *** WFTV-TV ***

REP. # _____ OFF. # 6556 SALESMAN # _____
BUYER NAME ELISE CLOYD
SALES PRSN WA- JOE KNAUER

	CLASS: NATL.	LOCAL	REGIONAL
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	LOCAL	REGIONAL
1. <i>Local</i> (1990)	1.00	0.00
2. <i>Local</i> (1995)	0.95	0.05
3. <i>Local</i> (2000)	0.90	0.10
4. <i>Local</i> (2005)	0.85	0.15
5. <i>Local</i> (2010)	0.80	0.20
6. <i>Local</i> (2015)	0.75	0.25
7. <i>Local</i> (2020)	0.70	0.30
8. <i>Local</i> (2025)	0.65	0.35
9. <i>Local</i> (2030)	0.60	0.40
10. <i>Local</i> (2035)	0.55	0.45
11. <i>Local</i> (2040)	0.50	0.50
12. <i>Local</i> (2045)	0.45	0.55
13. <i>Local</i> (2050)	0.40	0.60
14. <i>Local</i> (2055)	0.35	0.65
15. <i>Local</i> (2060)	0.30	0.70
16. <i>Local</i> (2065)	0.25	0.75
17. <i>Local</i> (2070)	0.20	0.80
18. <i>Local</i> (2075)	0.15	0.85
19. <i>Local</i> (2080)	0.10	0.90
20. <i>Local</i> (2085)	0.05	0.95
21. <i>Local</i> (2090)	0.00	1.00

(CE)

DATE SEP 4/12 14.24

TO LENA
FR JULEI
REV 1,5,7,9-11,13,14,16
ADDED 24-27
TTLS \$51000...29X
LPS CFM,THX 9/4

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

ALL STATIONS USING ELECTRONIC INVOICING - AGENCY IDB #1021
AN ELECTRONIC INV.WEBSITE "EMEDIA TRADE-INVOICING" IS ALSO AVAILBLE
FOR THIS AGENCY. THE IDB# FOR THE WEBSITE IS: EMT12009
RPOF-HUKILL, GAETZ, GARDINER

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
: LINE#	:	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	: SPTS
AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = AGENCY EST# = 1932												

1	S	700A-900A	30	\$1,600.00	9/25	9/28	0	TU-F	0
PROGRAM : GMA									
CON COM1: 1X PER DAY									

FAX# 703 528 7880
K!!!
PORT FROM REP SEP4/12 14.24
CHANGES *** Memory ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
5	DS		730P-800P	30		\$2,400.00	9/26	9/28	2		W, F	2
PROGRAM : WHEEL												
CON COM1 : 1X PER DAY												
7	S		1100P-1135P	30		\$2,000.00	9/25	9/30	0		TU-TH, SU	0
PROGRAM : NEWS												
CON COM1 : 1X PER DAY												
9	S		900P-1000P	30		\$2,750.00	9/28	9/28	0		FRI	0
PROGRAM : PRIMETIME LIVE												
10	S		1000P-1100P	30		\$2,800.00	9/28	9/28	0		FRI	0
PROGRAM : 20/20												
11	S		600A-700A	30		\$675.00	9/29	9/29	0		SAT	0
PROGRAM : NEWS												
13	S		800P-1130P	30		\$3,300.00	9/29	9/29	0		SAT	0
PROGRAM : COLLEGE FOOTBALL												
14	S		600A-700A	30		\$675.00	9/30	9/30	0		SUN	0
PROGRAM : NEWS												
16	S		700A-900A	30		\$1,600.00	10/1	10/1	0		MON	0
PROGRAM : GMA												
21	S		1100P-1135P	30		\$2,000.00	10/1	10/1	0		MON	0
PROGRAM : NEWS												
22	S		800P-1000P	30		\$9,250.00	10/1	10/1	0		MON	0
PROGRAM : DANCING												
24	A		1200N-1230P	30		\$475.00	9/30	9/30	1		SUN	1
PROGRAM : NEWS												

REP HEADLINE# 6297605 TRF# 329043
 \$\$\$ MOD# 0 : UNAPPROVED REV #1 \$\$\$

REP: TEL# 703 528 7800 FAX# 703 528 7880
 CREDIT ADVISORY: AGENCY CREDIT RISK !!
 ORDER WORKSHEET HARRIS REPORT FROM REP

SEP4/12 14.24
 *** WFTV-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
25	A		1130P-1200M	30		\$475.00	9/30	9/30	1		SUN	1
PROGRAM : SPORTSNIGHT												
26	A		1200N-100P	30		\$675.00	10/1	10/1	1		MON	1
PROGRAM : NEWS												
27	A		1000P-1100P	30		\$4,800.00	10/1	10/1	1		MON	1
PROGRAM : CASTLE												
SEP/12			37500.00	OCT/12		13500.00						
CONTRACT TOTAL												51000.00
TOTAL SPOTS												29

MARKET TOTALS \$145,714 WFTV 35% WKMG 25% WESH 27% WOFL 13% WKCF 0% WRBW 0% CABL 0%
 WOPX 0% WRDQ 0% EFTV 0%

SVC- NSI
 DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
 P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE